

PRE-SLEEVED: BUY 2 GET 1 FREE / 21 OFFERS

4 STYLES: 1 DISPLAY = 7 CARTONS (4 BRANDS) = 21 OFFERS + 7 LOOSE LIVE PACKS

(+1 Additional Loose Pack to equal 50 Live Packs / 5 Ctns Billing)

FORMULA FOR NUMBER OF DISPLAYS NEEDED: Total Number of Cases x 4.28 = # Displays Needed

FORMULA FOR PACKING PAYMENT:

#LIVE PACKS PER 6M CASE (210) x TOTAL #CASES SHIPPED / 800 (12M CASE) x \$14 = PACKING PAYMENT (\$9.80/12M Case)

G=Gratis Pack L=Live Pack

(Each Shaded Area = 1 Offer / Unshaded Area = Extra Live Pack(s))

+1 Extra Live Pack/ Display

		6M CASE (LT)				6M CASE (LT BOX)				6M CASE (FF)				(1/2) 6M CS (FFBOX)					
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PACKING PAYMENT VOUCHER REQUEST FORM

51854 8091

NOVEMBER: DORAL B2G1F PROMOTION #701647 BRAND STYLES (6M): DORAL LIGHT / LT MENTHOL 100 / LIGHT 100 / FF 100 THE DIFFERENCE BETWEEN NUMBER OF DISPLAYS ORDERED TO DIRECT ACCOUNT AND NUMBER OF DISPLAYS TO BE SHIPPED TO RETAIL (ON TEMPLATE), REPRESENTS EXTRA NUMBER OF DISPLAYS. RJR MANAGER TO ENSURE DISTRIBUTION OF ANY EXTRA DISPLAYS TO APPROPRIATE ACCOUNTS. VOUCHERS FOR PACKING PAYMENTS WILL BE MAILED TO EITHER RJR MANAGER OR DIRECT ACCOUNT (AS INDICATED) 2 WEEKS AFTER PROMOTION RETAIL DISTRIBUTION DATE. ADVISE JUDY IF PAYMENT DISTRIBUTION SHOULD BE CHANGED OR IF RETAIL DISTRIBUTION WAS NOT COMPLETED BY DIRECT ACCOUNT.								
DIV	SIS#	ACCOUNT NAME	TOTAL #/ DISPLAYS SHIPPED TO DIRECT ACCOUNT	# DISPLAYS SHIPPED TO RETAIL (SHOWN ON TEMPLATE)	TOTAL #/12M CASES NEED TO PACK PROMOTION	PACKING PAYMENT (\$14 Per 12M Case)	(X) INDICATES PAYMENT DISTRIBUTION	SHIP DATE TO VAP RETAIL ACCTS: 10/27/97
J. McLEAN								
1622	094931	MID-VALLEY	56	55	✓ 4.5	\$63.00	X MGR/ <input checked="" type="checkbox"/> ACCT	SHIPPED: (Y / N)
1623	442680	MOUNTAIN CANDY	103	103	✓ 8.5	\$119.00	X MGR/ <input checked="" type="checkbox"/> ACCT	SHIPPED: (Y / N)
1623	442680	MOUNTAIN CANDY	SMOKERS PARADISE	80	✓ 6.5	\$91.00	X MGR/ <input checked="" type="checkbox"/> ACCT	SHIPPED: (Y / N)
1622	332400	KEYCO	30	29	✓ 2.5	\$35.00	X MGR/ <input checked="" type="checkbox"/> ACCT	SHIPPED: (Y / N)
1622	332520	KEYSTONE	26	24	✓ 2	\$28.00	X MGR/ <input checked="" type="checkbox"/> ACCT	SHIPPED: (Y / N)
1622	447000	MUTUAL WHLS	35	32	✓ 2.8	\$39.20	X MGR/ <input checked="" type="checkbox"/> ACCT	SHIPPED: (Y / N)
1622	761406	KLEIN CANDY	411	411	✓ 33.5	\$469.00	X MGR/ <input checked="" type="checkbox"/> ACCT	SHIPPED: (Y / N)

COMPLETED

Changed per fax Request 11/5/97

FAX THIS FORM TO JUDY WHEN PROMOTION HAS BEEN SHIPPED TO RETAIL (PACKING PAYMENTS WILL THEN BE ISSUED)

PACKING PAYMENT VOUCHER REQUEST FORM

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R. DUSZYNSKI								
1626	649920	TRIPIFOODS	522	521	✓ 42.7	\$597.80	<input checked="" type="checkbox"/> MGR/ <input type="checkbox"/> ACCT	SHIPPED: (Y / N)
1626	842166	TOPS (W. FARMS)	0	0	0	\$0.00	NOT INCLUDED THIS PROMOTION	

COMPLETED

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R. SMITH								
1622	468800	NORTH COUNTRY (Handled by S/Rep 162201)	19	19 ✓	1.75	\$24.50	<input type="checkbox"/> MGR/ <input checked="" type="checkbox"/> ACCT	SHIPPED: (Y / N)
1622	236370	GRAYS WHSL (Handled by S/Rep 162201)	30	28 ✓	2.5	\$35.00	<input type="checkbox"/> MGR/ <input checked="" type="checkbox"/> ACCT	SHIPPED: (Y / N)
1622	332880	KEY STORES (Handled by S/Rep 162208)	0	0 ✓	0	\$0.00	NOT INCLUDED THIS PROMOTION	
1622	570300	SCHEIDELMAN, INC (Handled by S/Rep 162206)	32	32 ✓	2.8	\$39.20	<input checked="" type="checkbox"/> MGR/ <input type="checkbox"/> ACCT	SHIPPED: (Y / N)

COMPLETED

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A. ZECCA								
1626	180000	ELMIRA DISTRIBUTING	38	35	✓ 3.15	\$44.10	<input type="checkbox"/> MGR/ <input checked="" type="checkbox"/> ACCT	SHIPPED: (Y / N)
1626	186350	F&T DISTRIBUTING	26	23	✓ 2	\$28.00	<input type="checkbox"/> MGR/ <input checked="" type="checkbox"/> ACCT	SHIPPED: (Y / N)
1626	088080	J. A. CALDERON	90	87	✓ 7.35	\$102.90	<input type="checkbox"/> MGR/ <input checked="" type="checkbox"/> ACCT	SHIPPED: (Y / N)
1626	317880	R L JONES & SONS	38	36	✓ 3.15	\$44.10	<input type="checkbox"/> MGR/ <input checked="" type="checkbox"/> ACCT	SHIPPED: (Y / N)

AZ
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issued To
Accts 11/5/97
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D. KEENEY / S. SCHWALM								
1622	375878	McLANE NORTHEAST	1157	1157	✓ 94.5	\$1,323.00	<input checked="" type="checkbox"/> MGR/ <input type="checkbox"/> ACCT	SHIPPED: (Y / N)

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D. KEENEY								
1622	679995	SONBYRNE DAIRY	17	17	1.5 ✓	\$21.00	<input checked="" type="checkbox"/> MGR/ <input type="checkbox"/> ACCT	SHIPPED: (Y / N)
1623	441643	STEWARTS (Pmyt will be mailed to Kim)	273	273	22.4 ✓	\$313.60	<input checked="" type="checkbox"/> MGR/ <input type="checkbox"/> ACCT	SHIPPED: (Y / N)

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C. ALESSANDRA								
1626	154180	DERIGO SALES	141	139	✓ 11.5	\$161.00	<input checked="" type="checkbox"/> MGR/ <input type="checkbox"/> ACCT	SHIPPED: (Y / N)
1626	336660	E.P. KIRST & SONS	90	87	✓ 7.35	\$102.90	<input checked="" type="checkbox"/> MGR/ <input type="checkbox"/> ACCT	SHIPPED: (Y / N)
1626	044880	A.D. BEDELL	48	47	✓ 3.85	\$53.90	<input checked="" type="checkbox"/> MGR/ <input type="checkbox"/> ACCT	SHIPPED: (Y / N)
1626	026040	M. ATTEA	13	9	✓ 1	\$14.00	<input checked="" type="checkbox"/> MGR/ <input type="checkbox"/> ACCT	SHIPPED: (Y / N)
1626	081120	BUFFALO TOBACCO PROD	38	35	✓ 3.15	\$44.10	<input checked="" type="checkbox"/> MGR/ <input type="checkbox"/> ACCT	SHIPPED: (Y / N)

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R. TANCHYK								
1638	091800	CAPITAL CANDY	81	79	✓ 6.65	\$93.10	<input type="checkbox"/> MGR/ <input checked="" type="checkbox"/> ACCT	SHIPPED: (Y / N)
1623	315288	DOWLINGS INC.	116	116	✓ 9.8	\$137.20	<input type="checkbox"/> MGR/ <input checked="" type="checkbox"/> ACCT	SHIPPED: (Y / N)
1623	211050	J. GALANES	0	0	✓ 0	\$0.00	NOT INCLUDED THIS PROMOTION	
1638	281200	HIBBERT & MCGEE INC	43	40	✓ 3.5	\$49.00	<input type="checkbox"/> MGR/ <input checked="" type="checkbox"/> ACCT	SHIPPED: (Y / N)
1638	204600	SAM FRANK	30	27	✓ 2.5	\$35.00	<input type="checkbox"/> MGR/ <input checked="" type="checkbox"/> ACCT	SHIPPED: (Y / N)
1623	611800	STD ROSENBAUM	77	73	✓ 6.3	\$88.20	<input type="checkbox"/> MGR/ <input checked="" type="checkbox"/> ACCT	SHIPPED: (Y / N)

Rich-
Pynt sent to Accts 11/5/97 J

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S. MacLEOD								
1623	160600	DONAHUE TOBACCO (Handled by S/R 162302)	39	36	✓ 3	\$42.00	<input type="checkbox"/> X_MGR/ <input type="checkbox"/> ACCT	SHIPPED: (Y / N)
1623	194040	FINKLE (Handled by S/R 162303)	210	210	✓ 17	\$238.00	<input type="checkbox"/> X_MGR/ <input type="checkbox"/> ACCT	SHIPPED: (Y / N)
1623	509977	H. FORTINS (Includes H.F. #203290) (Handled by S/R 162309)	120	118	✓ 9.8	\$137.20	<input type="checkbox"/> X_MGR/ <input type="checkbox"/> ACCT	SHIPPED: (Y / N)
1623	335710	KINGSTON CANDY (Handled by S/R 162305)	73	66	✓ 6	\$84.00	<input type="checkbox"/> X_MGR/ <input type="checkbox"/> ACCT	SHIPPED: (Y / N)
1623	356150	LAVIN (Handled by S/R 162301)	35	34	✓ 2.8	\$39.20	<input type="checkbox"/> X_MGR/ <input type="checkbox"/> ACCT	SHIPPED: (Y / N)
1623	431520	MOHAWK (Handled by S/R 162303)	0	0	✓ 0	\$0.00	NOT INCLUDED THIS PROMOTION	
1623	647510	TRADING PORT (Handled by S/R 162303)	30	29	✓ 2.5	\$35.00	<input type="checkbox"/> X_MGR/ <input type="checkbox"/> ACCT	SHIPPED: (Y / N)
1623	619822	WUSTEFELD (Handled by S/R 162303)	18	16	✓ 1.5	\$21.00	<input type="checkbox"/> X_MGR/ <input type="checkbox"/> ACCT	SHIPPED: (Y / N)

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COMPLETED

PACKING PAYMENT VOUCHER REQUEST FORM

51854 8100

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H. BATTLE								
1638	023880	ASSOCIATED GROCERS	47	46	3.85	\$53.90	<input type="checkbox"/> _X_MGR/ <input type="checkbox"/> _ACCT	SHIPPED: (Y / N)
1638	396640	MANCHESTER TOBACCO	102	99	8.4	\$117.60	<input type="checkbox"/> _X_MGR/ <input type="checkbox"/> _ACCT	SHIPPED: (Y / N)
1638	462720	N.H. TOBACCO	0	0	0	\$0.00	NOT INCLUDED THIS PROMOTION	
1638	648240	TBI CORPORATION	102	99	8.4	\$117.60	<input type="checkbox"/> _X_MGR/ <input type="checkbox"/> _ACCT	SHIPPED: (Y / N)

COMPLETED

FAX THIS FORM TO JUDY WHEN PROMOTION HAS BEEN SHIPPED TO RETAIL (PACKING PAYMENTS WILL THEN BE ISSUED)

PACKING PAYMENT VOUCHER REQUEST FORM

NOVEMBER: DORAL B2G1F PROMOTION #701647								
BRAND STYLES (6M): DORAL LIGHT / LT MENTHOL 100 / LIGHT 100 / FF 100								
THE DIFFERENCE BETWEEN NUMBER OF DISPLAYS ORDERED TO DIRECT ACCOUNT AND NUMBER OF DISPLAYS TO BE SHIPPED TO RETAIL (ON TEMPLATE), REPRESENTS EXTRA NUMBER OF DISPLAYS. RJR MANAGER TO ENSURE DISTRIBUTION OF ANY EXTRA DISPLAYS TO APPROPRIATE ACCOUNTS.								
VOUCHERS FOR PACKING PAYMENTS WILL BE MAILED TO EITHER RJR MANAGER OR DIRECT ACCOUNT (AS INDICATED) 2 WEEKS AFTER PROMOTION RETAIL DISTRIBUTION DATE. ADVISE JUDY IF PAYMENT DISTRIBUTION SHOULD BE CHANGED OR IF RETAIL DISTRIBUTION WAS NOT COMPLETED BY DIRECT ACCOUNT.								
DIV	SIS#	ACCOUNT NAME	TOTAL #/ DISPLAYS SHIPPED TO DIRECT ACCOUNT	#/ DISPLAYS SHIPPED TO RETAIL (SHOWN ON TEMPLATE)	TOTAL #/12M CASES NEED TO PACK PROMOTION	PACKING PAYMENT (\$14 Per 12M Case)	(X) INDICATES PAYMENT DISTRIBUTION	SHIP DATE TO VAP RETAIL ACCTS: 10/27/97
S. SCHWALM								
1622	278580	HERKIMER WHOLE. CO.	262	259	21.5	✓ \$301.00	<input type="checkbox"/> _X_ MGR/ <input type="checkbox"/> _ACCT	SHIPPED: (Y / N)
1622	533288	JONES MCINTOSH INC	160	160	13.3	✓ \$186.20	<input type="checkbox"/> _X_ MGR/ <input type="checkbox"/> _ACCT	SHIPPED: (Y / N)
1622	026300	AUER	68	68	5	✓ \$70.00	<input type="checkbox"/> _X_ MGR/ <input type="checkbox"/> _ACCT	SHIPPED: (Y / N)

COMPLETED

FAX THIS FORM TO JUDY WHEN PROMOTION HAS BEEN SHIPPED TO RETAIL (PACKING PAYMENTS WILL THEN BE ISSUED)

PACKING PAYMENT VOUCHER REQUEST FORM

51854 8102

NOVEMBER: DORAL B2G1F PROMOTION #701647								
BRAND STYLES (6M): DORAL LIGHT / LT MENTHOL 100 / LIGHT 100 / FF 100								
THE DIFFERENCE BETWEEN NUMBER OF DISPLAYS ORDERED TO DIRECT ACCOUNT AND NUMBER OF DISPLAYS TO BE SHIPPED TO RETAIL (ON TEMPLATE), REPRESENTS EXTRA NUMBER OF DISPLAYS. RJR MANAGER TO ENSURE DISTRIBUTION OF ANY EXTRA DISPLAYS TO APPROPRIATE ACCOUNTS.								
VOUCHERS FOR PACKING PAYMENTS WILL BE MAILED TO EITHER RJR MANAGER OR DIRECT ACCOUNT (AS INDICATED) 2 WEEKS AFTER PROMOTION RETAIL DISTRIBUTION DATE. ADVISE JUDY IF PAYMENT DISTRIBUTION SHOULD BE CHANGED OR IF RETAIL DISTRIBUTION WAS NOT COMPLETED BY DIRECT ACCOUNT.								
DIV	SIS#	ACCOUNT NAME	TOTAL #/ DISPLAYS SHIPPED TO DIRECT ACCOUNT	#/ DISPLAYS SHIPPED TO RETAIL (SHOWN ON TEMPLATE)	TOTAL #/12M CASES NEED TO PACK PROMOTION	PACKING PAYMENT (\$14 Per 12M Case)	(X) INDICATES PAYMENT DISTRIBUTION	SHIP DATE TO VAP RETAIL ACCTS: 10/27/97
R. NOONAN								
1626	129850	COOK WHSL (Handled by S/Rep 162602)	0	0	0	\$0.00	NOT INCLUDED THIS PROMOTION	
1626	124920	F. COLUCCI (Handled by S/Rep 162601)	0	0	0	\$0.00	NOT INCLUDED THIS PROMOTION	
	586440	SHOSHO (Handled by S/Rep 162601)	12	10	✓ 1	\$14.00	<input type="checkbox"/> MGR/ <input checked="" type="checkbox"/> ACCT	SHIPPED: (Y / N)
1626	331440	JACOB KERN (Handled by S/Rep 162601)	0	0	0	\$0.00	NOT INCLUDED THIS PROMOTION	

COMPLETED

Return -
 Payment sent
 to Shosho
 11/5/97

FAX THIS FORM TO JUDY WHEN PROMOTION HAS BEEN SHIPPED TO RETAIL (PACKING PAYMENTS WILL THEN BE ISSUED)

51854 8103

COMPLETED

9/22/97

NOVEMBER DORAL B2G1F PROMOTION #701647											
				DORAL (SM)				NOVEMBER PROMOTION			
				LIGHT	LT MEN 100	LT 100					
ACCT #	PO #	ACCOUNT NAME	UPC	24485	24492	24489			TOTAL ORDER \$ AMOUNT	ARRIVAL DATE	PSKUS/ DORAL DISPLAYS (ITEM #533174) PER SKU)
DIV #1622											#DISPLAYS PER DIRECT ACCOUNT
026300	NO	AUER	4.53	5	5	5	1	68.5	X	10/20/97	68
			15.87						P/Pymt	7/28/97	5.65
236370	NO	GRAYS WHLS	1.87	2	2	2	1	30.0	X	10/20/97	28
			6.53						P/Pymt	3/24/97	2.45
278580	REQUIRED	HERKIMER	17.27	18	18	18	7	261.1	X	10/20/97	260
	Use 'Judy'		60.43						P/Pymt	12/28/97	21.35
533288	NO	JONES McINTOSH	10.67	11	11	11	5	162.6	X	10/20/97	160
			37.33						P/Pymt	1/18/97	13.30
332400	NO	KEYCO	1.93	2	2	2	1	30.0	X	10/20/97	29
			6.77						P/Pymt	3/24/97	2.45
332520	NO	KEYSTONE	1.60	2	2	1	1	25.7	X	10/20/97	24
			5.60						P/Pymt	12/28/97	2.18
332880	NO	KEY STORES	0.00	0	0	0	0	0.0	X	10/20/97	0
			0.00								0.00
375878	YES	McLANE NE	77.13	77	77	77	39	1155.8	I WILL PLACE ORDER WKATHY	10/20/97	1157
		(Consolidated #807365) Call D.Cook for	269.97	21/CT; 42/MA; 10/MI; 21/IL; 20/IN; 10/ON; 22/PA					P/Pymt	1/323.00	94.50
094931	NO	MID VALLEY	3.67	4	4	4	1	65.6	X	10/20/97	55
			12.83						P/Pymt	3/23/97	4.51
442680	082597	MOUNTAIN CANDY	6.80	7	7	7	3	102.7	(SMOKERS)	10/20/97	102
	ARRIVAL DATE (15 WAM)		23.80	6.5	6.5	6.5	54	6.5/91	P/Pymt	11/7/97	8.40
447000	082597	MUTUAL WHSL	2.13	2	2	3	1	34.2	X	10/20/97	32
	ARRIVAL DATE		7.47						P/Pymt	3/29/97	2.80
761406	REQUIRED	KLEIN CANDY	27.40	28	28	28	12	410.9	X	10/20/97	411
	Use 'Judy'		95.90						P/Pymt	3/28/97	33.60
468800	NO	NORTH COUNTRY	1.27	2	1	1	1	21.4	X	10/20/97	19
			4.43						P/Pymt	3/24/97	1.75
570300	082697	SCHEIDELMAN	2.13	2	3	2	1	34.2	X	10/26/97	32
	ARRIVAL DATE Tues/Thurs Delivery		7.47						P/Pymt	3/29/97	2.80
				168	163	167	79				2376

7265-0620

69 0637

50 0632

21.5 0634

0638

2.5 0638

0640 0644

X 0649

0645

0647

0641

0643

0631

0636

679995- Sordayne

ATTN: SUE WRIGHT (FAX #2156)

FROM: J. CAMPBELL (716-634-1179; FAX: 716-634-3145)

9/17

51854 8104

NOVEMBER DORAL B2G1F PROMOTION #701647

FIRST ORDER DATE: 9/15/97			D O R A L (6M)				TOTAL ORDER \$ AMOUNT	ARRIVAL DATE
ACCT #	PO #	ACCOUNT NAME	LIGHT 24488	LT MEN 100 24492	LT 100 24489			
DIV #1622								
026300	NO	AUER	5	5	5	1	2475.93 ✓	10/20/97
236370	NO	GRAYS WHLS	2	2	2	1	1093.42	10/20/97
278580	REQUIRED Use 'Judy'	HERKIMER	18	18	18	7	9484.00 ✓	10/20/97
533288	NO	JONES MCINTOSH	11	11	11	5	5880.38 ✓	10/20/97
332400	NO	KEYCO	2	2	2	1	1250.92 ✓	10/20/97
332520	NO	KEYSTONE	2	2	1	1	928.47 ✓	10/20/97
094931	NO	MID VALLEY	4	4	4	1	2304.19 ✓	10/20/97
442680	082597 ARRIVAL DATE	MOUNTAIN CANDY (TWO SHIPMENTS)	7 6	7 6	7 85	3 45	3713.93 ✓ 3559.18 2940.18	10/20/97 10/27/97
447000	082597 10/20/97 ARRIVAL DATE	MUTUAL WHSL	2	2	3	1	1237.97 ✓	10/20/97
761406	REQUIRED Use 'Judy'	KLEN CANDY NY 1566.19 7 NJ PA	3 187 18	ORDER BY STATE 3 187 18	1 3 18	54 7	4275.49 5985.08 1611.08 10926.30	10/20/97 NYA
468800	NO	NORTH COUNTRY	2	1	1	1	781.01 ✓	10/20/97
570300	082697 10/21/97 ARRIVAL DATE	SCHEIDELMAN	2	3	2	1	1237.97 ✓	10/21/97 TUES. DELY.

16767.98

DR701647.XLS(9/17/97)

ATTN: PROMOTIONS DEPT (FAX #2156) FROM: J. CAMPBELL (716-634-4179; FAX: 716-634-3145)

COMPLETED

7265-
0651

NOVEMBER DORAL B2G1F PROMOTION #701647										
				DORAL (6M)				NOVEMBER PROMOTION		
ACCT #	PO #	ACCOUNT NAME	UPC	LIGHT	LT MEN 100	LT 100		TOTAL ORDER \$ AMOUNT	ARRIVAL DATE	#SKUS/ DORAL DISPLAYS (ITEM #633174) PER SKU)
DIV #1623										
160600	082597	DONAHUE	2.40	2	2	3	2	38.5	10/20/97	36
	ARRIVAL DATE		8.40							
315288	REQUIRED	DOWLINGS	7.93	8	8	87	4	119.8	10/20/97	36
	Use JUDY		27.77	4	4	4	2	68.9	10/20/97	36
194040	NO	FINKLE	14.00	14	14	14	7	210	10/20/97	210
			49.00							
509977	NO	H. FOURTINS	7.87	8	8	8	4	119.8	10/20/97	118
		(2 SHIPMENTS / PRD	27.53							
335710	NO	KINGSTON	4.40	5	5	5	2	72.8	10/20/97	66
			15.40							
356150	NO	LAVIN CANDY	2.27	3	1	2	2	34.2	10/20/97	34
			7.93							
431520	NO	MOHAWK	0.00	0	0	0	0	0.0	10/20/97	0
			0.00							
647510	082597	TRADING PORT	1.93	2	2	2	1	30.0	10/20/97	29
	ARRIVAL DATE		6.77							
619822	NO	WUSTEFELD	1.07	1	1	1	1	17.1	10/20/97	16
			3.73							
611800	NO	STD ROSENBAUM	4.87	5	5	5	3	77.0	10/20/97	73
			17.03							
				52	50	52	28			701

39 - 0657
120/116
210 - 0659
120 - 0672
73 - 0666
35 - 0654
X X
30 - 0664
18 - 0662
77 - 0661

441643 'Judy' Stewarts 18-18-18-10 10/20/97 (273) - 7266-0210
78 2166.44 P.Pymt 313.60/22.4
4797.15
2940.18 9903.77 991

NOVEMBER DORAL B2G1F PROMOTION #701647							
FIRST ORDER DATE: 9/15/97			D O R A L (6M)				
			LIGHT	LT MEN 100	LT 100		
ACCT #	PO #	ACCOUNT NAME	24488	24492	24489		TOTAL ORDER \$ AMOUNT
ARRIVAL DATE							
DIV #1623							
160600	082597 10/20/97	DONAHUE	2	2	3	2	1405.82 ✓
	ARRIVAL DATE						4469.77
315288	REQUIRED	DOWLINGS	8	8	87	4	4635.32 ✓
	Use 'JUDY'		4	4	4	2	2379.04
194040	NO	FINKLE	14	14	14	7	7582.94 ✓
509977	NO	H. FOURTINS ✓	8	8	8	4	4332.92 ✓
335719	NO	KINGSTON	5	5	5	2	2655.44 ✓
356160	NO	LAVIN CANDY	3	1	2	2	1837.97 ✓
647510	082597 10/20/97	TRADING PORT	2	2	2	1	1083.22
	ARRIVAL DATE						
619822	NO	WUSTEFELD	1	1	1	1	618.99 ✓
611800	NO	STD ROSENBAUM	5	5	5	3	2785.43 ✓

DR701647.XLS(9/17/97)

ATTN: PROMOTIONS DEPT (FAX #2156) FROM: J. CAMPBELL (716-634-4179; FAX: 716-634-3145)

51854 8107

NOVEMBER DORAL B2G1F PROMOTION #701647										
				D O R A L (6M)				NOVEMBER PROMOTION		
				LIGHT	LT MEN 100	LT 100	LT 100			
ACCT #	PO #	ACCOUNT NAME	UPC	24488	24492	24489	24490	TOTAL ORDER \$ AMOUNT	ARRIVAL DATE	#SKUS/ DORAL DISPLAYS (ITEM #53174) PER SKU)
DIV #1626										
586440	NO	SHOSHO	0.67	1 ✓	1 ✓	1 ✓	0 ✓	12.8	10/20/97	10
			2.33							
124920	NO	F. COLUCCI	0.00	0	0	0 ✓	0 ✓	NOT INCLUDED		0
			0.00							
088080	NO	J.A. CALDERNON	5.80	6 ✓	6 ✓	6 ✓	3 ✓	89.9	10/20/97	87
			20.30							
044880	NO	A.D. BEDELL	3.13	3 ✓	3 ✓	3 ✓	2 ✓	47.1	10/20/97	35
			10.97							
081120	NO	BUFFALO TOB	2.33	2 ✓	3 ✓	3 ✓	1 ✓	38.5	10/20/97	35
			8.17							
129850	NO	COOK WHSL	0.00	0	0	0 ✓	0 ✓		10/20/97	0
		Use On-Hand Product	0.00							
154180	REQUIRED	DERIGO SALES	9.27	9 ✓	9 ✓	9 ✓	6 ✓	141.2	10/20/97	139
	Use 'Judy'		32.43							
180000	082597	ELMIRA	2.33	2 ✓	2 ✓	2 ✓	3 ✓	38.5	10/20/97	35
	ARRIVAL DATE		8.17							
186350	NO	F & T DISTR.	1.53	2 ✓	2 ✓	1 ✓	1 ✓	25.7	10/20/97	23
			5.37							
336660	082797	E.P. KIRST	5.80	6 ✓	6 ✓	6 ✓	3 ✓	89.9	8/27/97	87
	ARRIVAL DATE		20.30							
331440	082597	J. KERN & SONS	0.00	0	0	0 ✓	0 ✓		10/20/97	0
	ARRIVAL DATE	Use On-Hand Product	0.00							
026040	NO	M. ATTEA	0.60	1 ✓	1 ✓	1 ✓	0 ✓	12.8	10/20/97	9
			2.10							
317880	NO	R.L. JONES	2.40	3 ✓	3 ✓	3 ✓	0 ✓	38.5	10/20/97	36
			8.40							
649920	082597	TRIIFOODS	34.73	35 ✓	35 ✓	35 ✓	17 ✓	522.2	10/20/97	521
			121.57							
				NY-35/18; PA-13/6; OH-2/0						
				70 ✓	71 ✓	70 ✓	36			81

*
7265-0676

12 - 0687
 X
 90 - 0707
 48 - 0713
 38 - 0683
 X
 141
 38 - 0709
 24 - 0712
 90 - 0699
 X
 13 - 0693
 38 - 0724
 522 - 0704

1056

NOVEMBER DORAL B2G1F PROMOTION #701647							
FIRST ORDER DATE: 9/16/97			D O R A L (6M)				
			LIGHT	LT MEN 100	LT 100		
ACCT #	PO #	ACCOUNT NAME	24488	24492	24469		TOTAL ORDER \$ AMOUNT
ARRIVAL DATE							
DIV #1626							
586440	NO	SHOSHO	1	1	1	0	465.18 ✓
088080	NO	J.A. CALDERNON	6	6	6	3	3280.29 ✓
044880	NO	A.D. BEDELL	3	3	3	2	1949.71 ✓
		(ALL PA)					
081120	NO	BUFFALO TOB	2	3	3	1	1392.71 ✓
154180	REQUIRED	DERIGO SALES	9	9	9	6	5106.66 ✓
	Use "Judy"						
180000	082597 10/20/97	ELMIRA	2	2	2	3	1392.71 ✓
	ARRIVAL DATE						
186350	NO	F & T DISTR.	2	2	1	1	937.21 ✓
336660	082797 10/22/97	E.P. KIRST	6	6	6	3	3249.70 ✓
	ARRIVAL DATE						
026040	NO	M. ATTEA	1	1	1	0	464.24 ✓
317880	NO	R.L. JONES	3	3	3	0	1392.71 ✓
649920	082597	TRIPFOODS	ORDER BY STATE				10/20/97
		NY	22	22	22	11	11,915.51 ✓
		OH	2	2	2	1	1284.82
		PA	11	11	11	5	6735.38

DR701647.XLS (1/17/97)

ATTN: PROMOTIONS DEPT (FAX #2156)

FROM: J. CAMPELL (716-634-4179; FAX: 716-634-3145)

NOVEMBER DORAL B2G1F PROMOTION #701647											
				D O R A L (8M)				NOVEMBER PROMOTION			
				LIGHT	LT MEN 100	LT 100					
ACCT #	PO #	ACCOUNT NAME	UPC	24488	24492	24489			TOTAL ORDER \$ AMOUNT	ARRIVAL DATE	SKU# DORAL DISPLAYS (ITEM #533174) PER SKU)
DIV #1638											
023880	REQUIRED	ASSOC. GROC.	3.07	3	3	3	2	47.1	X	10/20/97	46
	Use 'Judy'		10.73		(NH-2/2; VT-1/0)				P/Pymt	\$53.60	3.85
091800	NO	CAPITAL CANDY	5.27	5	6	6	2	81.3	X	10/20/97	79
			18.43		(ME-1/0; NH-1/0; VT-3/2)				P/Pymt	\$93.10	6.65
211050	NO	J. GALANES	0.00	0	0	0	0	0.0	X	10/20/97	0
			0.00						P/Pymt	\$0.00	0.00
281200	NO	HIBBERT & McGEE	2.67	3	3	3	1	42.8	X	10/20/97	40
			9.33					0.0	P/Pymt	\$49.00	3.50
396640	NO	MANCHESTER	6.60	7	7	7	3	102.7	X	10/20/97	99
			23.40						P/Pymt	\$117.60	8.40
462720	082597	N.H. TOBACCO	3.80	4	4	4	2	69.0	X	10/20/97	57
	ARRIVAL DATE		13.30						P/Pymt	\$68.60	4.90
204600	NO	SAM FRANK INC	1.80	2	2	2	1	30.0	X	10/20/97	27
			6.30					0.0	P/Pymt	\$20.35	2.45
648240	NO	TBI	6.60	7	7	7	3	102.7	X	10/20/97	99
			23.40		(MA-4/1; NH-3/2)				P/Pymt	\$117.60	8.40
				31	32	32	14				39
REGION TOTALS			1435.80	309	309	309	147				
Region Allocation			1139	1074							
			-1074								
Residual			65								

7265-
0728

47

81

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X

43

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102

0753

X

30

0744

102

0756

405

51854 8110

NOVEMBER DORAL B2G1F PROMOTION #701647									
FIRST ORDER DATE: 9/16/97			D O R A L (6M)						
			LIGHT	LT MEN 100	LT 100				
ACCT #	PO #	ACCOUNT NAME	24488	24492	24489		TOTAL ORDER \$ AMOUNT	ARRIVAL DATE	
DIV #1638									
023880	REQUIRED	ASSOC. GROC.	ORDER BY STATE					10/20/97	
	Use 'Judy'	NH	3	3	3	0	1546.61	1877.70	
		VT	0	0	0	2	231.09		
091800	NO	CAPITAL CANDY	ORDER BY STATE					10/20/97	
		NH	1	1	1	1	648.01	3191.95	
		ME	1	1	1	0	519.91		
		VT	3	4	4	1	2004.03		
281200	NO	HIBBERT & McGEE	3	3	3	1	1670.03	10/20/97	
		TWO SHIPMENTS	3	3	3	1	1670.03	10/27/97	
396840	NO	MANCHESTER	7	7	7	3	4124.33	10/20/97	
462720	082597	N.H. TOBACCO	4	4	4	2	2426.23	10/20/97	
	ARRIVAL DATE								
204600	NO	SAM FRANK INC	2	2	2	1	1169.02	10/20/97	
		TWO SHIPMENTS	2	2	1	1	1002.81	10/27/97	
648240	NO	TBI	ORDER BY STATE					10/20/97	
		NH	3	3	3	1	1718.46	10/20	
		MA	4	4	4	2	2405.84	10/27/97	

x Judy
if this is
different let
me know